



# Enable Savings Plan Alabama

Presentation to ABLE Program Board

Rachel Biar, Assistant State Treasurer, State of Nebraska

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August 16, 2017

**EN**able<sup>SM</sup>  
SAVINGS PLAN  
ALABAMA



# Agenda

## Launch

### Key Program Statistics

- Accounts and Assets
- Account Owner Disability Type
- Account Ownership by Alabama County
- Account Ownership by State

### Customer Servicing

### Marketing

- Printed Collateral
- Resource Materials – Enable U
- Gifting Resources
- Facebook
- Quarterly Newsletter

## Outreach

## Work in Progress



## Launch – February 17, 2017

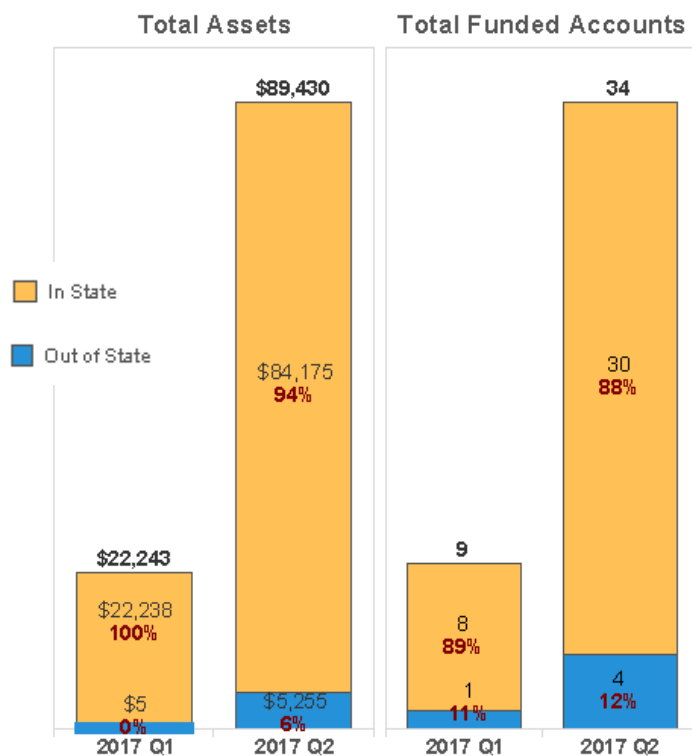




## Assets and Accounts as of June 30, 2016

Total Assets	Active Accounts	Funded Accounts	Average Account Size	New Accounts QTD	New Accounts YTD	Closed Accounts QTD	Closed Accounts YTD
\$89,430	40	34	\$2,630	30	43	2	3

**Active Accounts** are all accounts with an "open" status; **Funded Accounts** are all accounts with an "open" status AND have assets.



### Assets and Accounts as of 6/30/2017

Total Assets	\$89,430
Active Accounts	40
Funded Accounts	34
Average Account Size	\$2,630
In-State Assets	\$84,175
In-State Active Accounts	36
In-State Funded Accounts	30
In-State Avg Acct Size	\$2,806

### Year-to-date thru 6/30/2017

YTD New Accounts	42
YTD Closed Accounts	2
YTD Contributions	\$102,206
YTD Withdrawals	(\$16,639)
YTD Net Contributions	\$85,567

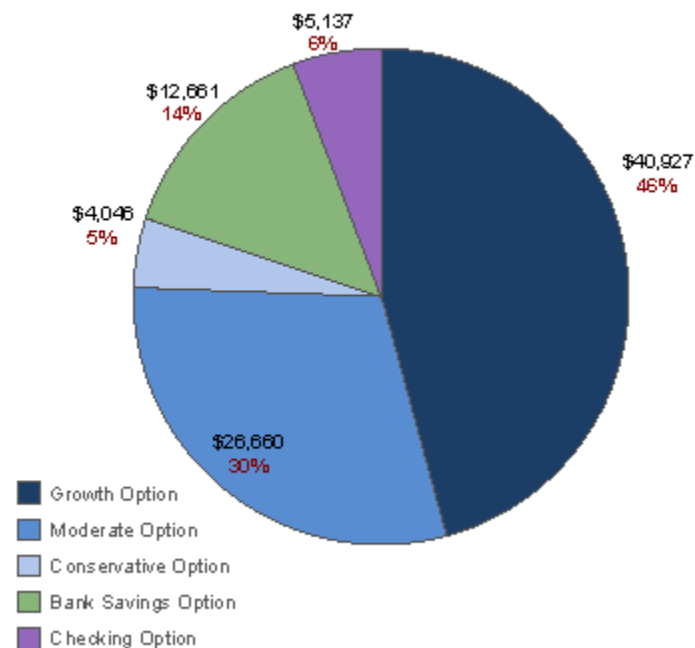




## Investments as of June 30, 2016

### Assets by Investment Option

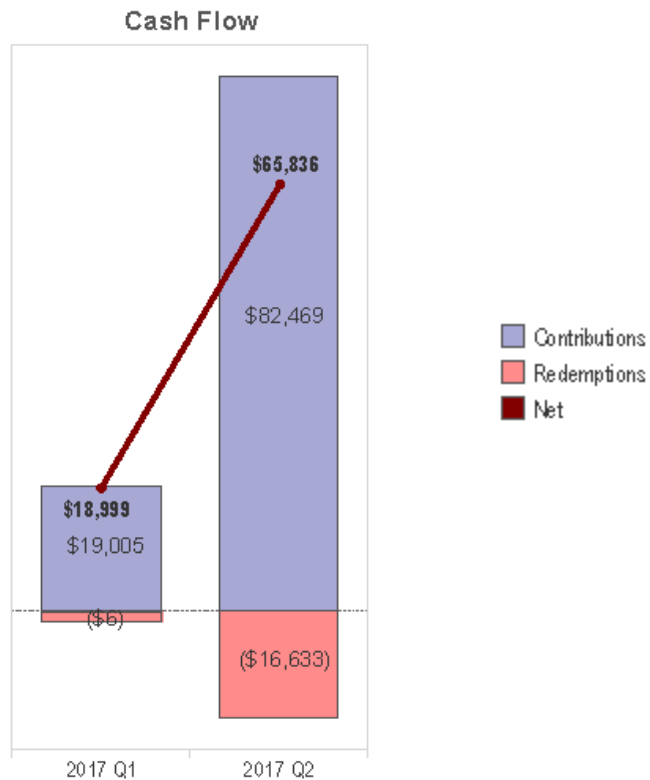
Investment Option	Funded Accounts	Total Assets
Growth Option	11	\$40,927
Moderate Option	8	\$26,660
Conservative Option	4	\$4,046
Bank Savings Option	10	\$12,661
Checking Option	14	\$5,137
<b>Grand Total</b>	<b>34</b>	<b>\$89,430</b>





# Contributions and Redemptions as of June 30, 2016

Contributions		Redemptions		Net Flows	
QTD	YTD	QTD	YTD	QTD	YTD
\$82,469	\$101,474	(\$16,633)	(\$16,639)	\$65,836	\$84,835





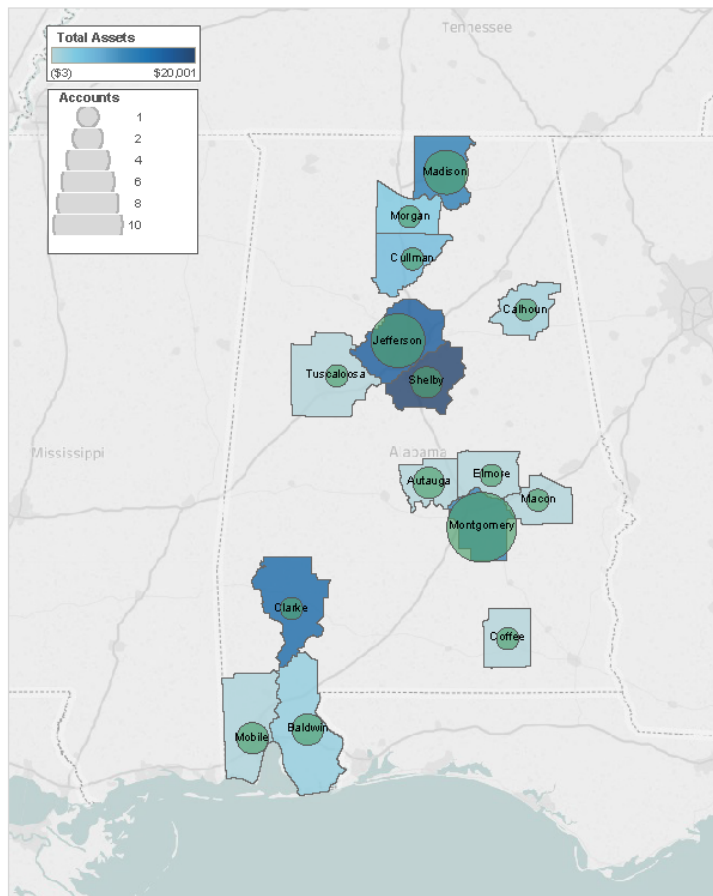
## Account Owner Disability Type as of June 30, 2016

Account Owner Disability Type Code	In State				Out of State				Grand Total			
	Active Accounts	% of Total Accounts	Total Assets	% of Total Assets	Active Accounts	% of Total Accounts	Total Assets	% of Total Assets	Active Accounts	% of Total Accounts	Total Assets	% of Total Assets
Developmental disorders (including autism)	14	39%	\$47,359	56%	2	50%	\$5,228	99%	16	40%	\$52,587	59%
Congenital anomalies (including Down syndrome)	7	19%	\$11,182	13%					7	18%	\$11,182	13%
Intellectual disability	6	17%	\$23,321	28%					6	15%	\$23,321	26%
Psychiatric disorders	2	6%	\$672	1%					2	5%	\$672	1%
Nervous disorders (including blindness and deafness)	1	3%	\$25	0%					1	3%	\$25	0%
Respiratory disorders	1	3%	\$127	0%					1	3%	\$127	0%
Other	5	14%	\$1,488	2%	2	50%	\$27	1%	7	18%	\$1,515	2%
<b>Grand Total</b>	<b>36</b>	<b>100%</b>	<b>\$84,175</b>	<b>100%</b>	<b>4</b>	<b>100%</b>	<b>\$5,255</b>	<b>100%</b>	<b>40</b>	<b>100%</b>	<b>\$89,430</b>	<b>100%</b>

**Active Accounts** are all accounts with an "open" status; **Funded Accounts** are all accounts with an "open" status AND have assets.



# Account Ownership by Alabama Counties as of June 30, 2016



**Top 10 Counties by Assets** (by account owner's permanent address)

Shelby	\$20,001	24%
Jefferson	\$16,180	19%
Clarke	\$14,471	17%
Madison	\$11,229	13%
Montgomery	\$10,390	12%
Cullman	\$4,982	6%
Morgan	\$3,133	4%
Baldwin	\$2,022	2%
Calhoun	\$996	1%
Mobile	\$423	1%

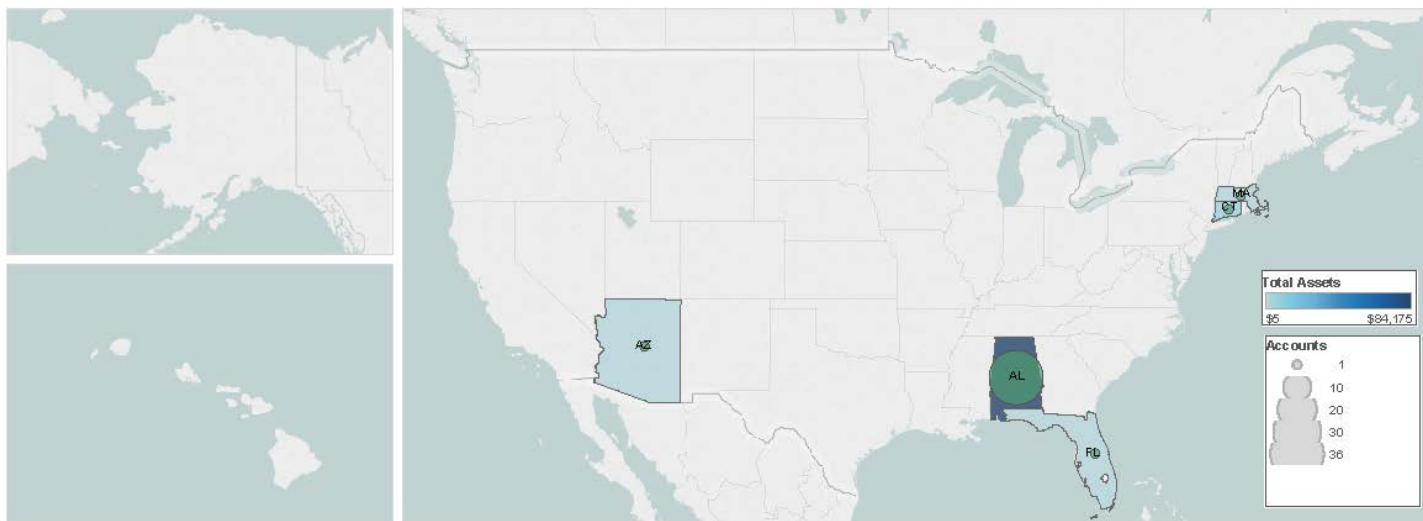
**Top 10 Counties by Accounts** (by account owner's permanent address)

Montgomery	10	28%
Jefferson	6	17%
Madison	4	11%
Autauga	2	6%
Baldwin	2	6%
Mobile	2	6%
Shelby	2	6%
Calhoun	1	3%
Clarke	1	3%
Coffee	1	3%





## Account Ownership All States as of June 30, 2016



**Top 10 States by Assets with % of Total** (by account owner's permanent address)

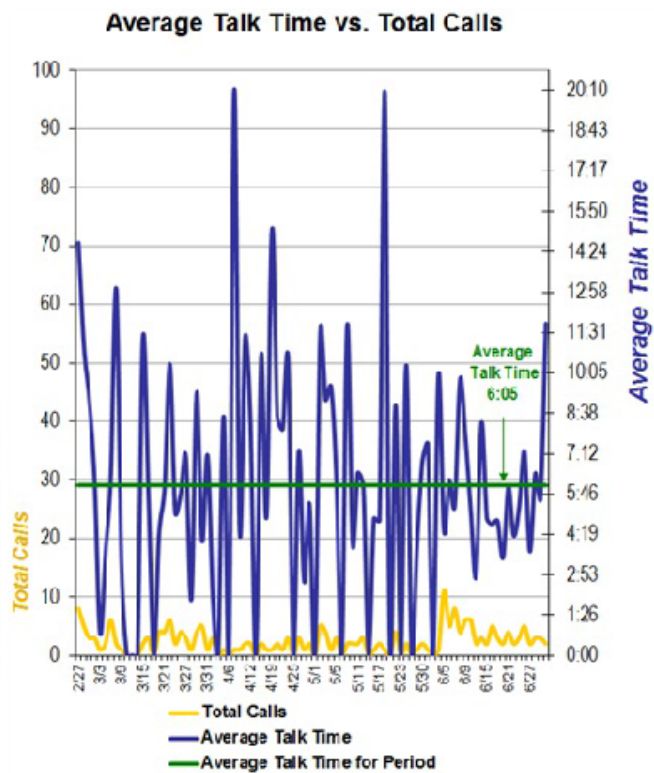
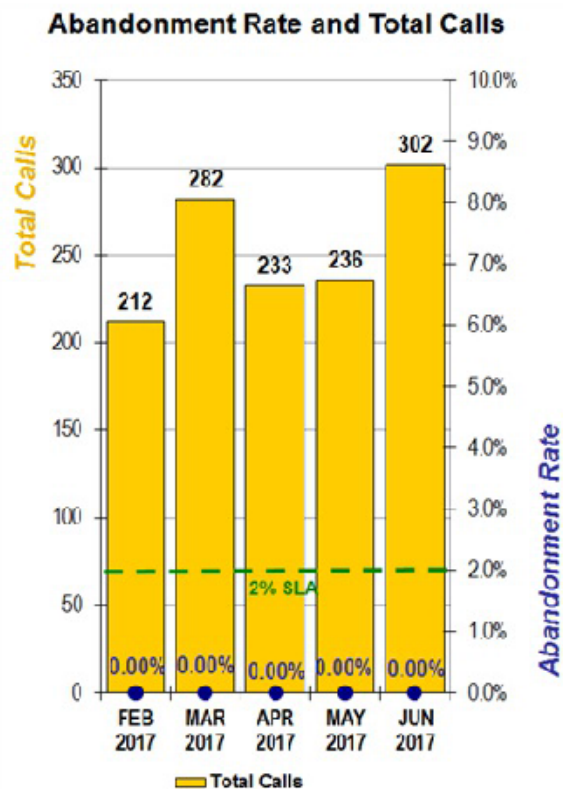
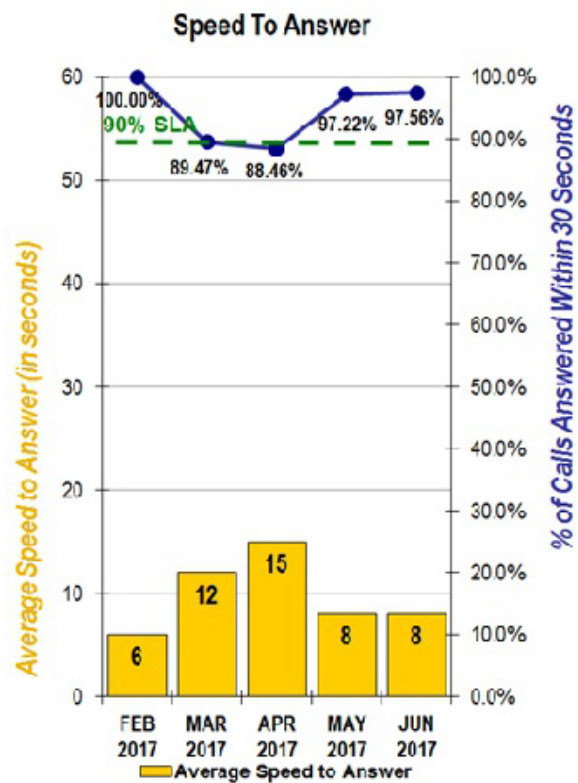
AL	\$84,177	94%
CT	\$5,199	6%
AZ	\$29	0%
FL	\$22	0%
MA	\$5	0%

**Top 10 States by Accounts with % of Total** (by account owner's permanent address)

AL	36	90%
AZ	1	3%
CT	1	3%
FL	1	3%
MA	1	3%



# Customer Servicing as of June 30, 2016







# Sample Printed Collateral



Quick Guide Handout

Enrollment Booklet and Sample Page

Checking Brochure and Sample Page

Two-sided Buckslip



as of June 30, 2016

[illegible][illegible]





## Resource Materials – Graphical Videos

**Opening an Account**  
**WATCH VIDEO**

**How to Contribute to an Account**  
**WATCH VIDEO**

**How to Access An Account**  
**WATCH VIDEO**



# Gifting Resources

**Happy Birthday!**  
**Coming summer/fall**

**Happy Birthday, <Name>!**  
From Your Friends at Enable Alabama

Another year, another time of celebrating a major milestone. Think about giving your Enable account a boost by contributing any monetary gifts you've received to mark this special occasion.

**CONTRIBUTE NOW!**  
Log in or visit: [Make a Contribution](#)

Running out of birthday gift ideas? Suggest an Enable Alabama gift contribution to family and friends with an [Enable gift certificate](#). They can make a gift contribution that's invested in your Enable account. It's thoughtful, simple (and easy to wrap).

Mark this birthday by making a contribution today!

LEARN MORE about Enable Alabama

ALABAMA SAVINGS PLAN  
First National Bank  
Member

Birthday E-Mail

YOU WILL RECEIVE YOUR GIFT BY MAIL TO THE ADDRESS ON FILE WITH US. IF YOU NEED TO CHANGE YOUR ADDRESS, PLEASE CALL US AT 1-866-855-7946.

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**ENable SAVINGS PLAN ALABAMA**

**Just for You!**

First National Bank  
Member

Gift Cards

**ENable SAVINGS PLAN ALABAMA**

GUESTLINE? CALL 1-866-855-7946 OR VISIT [ENABLEAL.COM](#)

**A Gift for Your Loved One**  
Every occasion is the right time to save for the future.

Fill out this contribution form and attach a check and mail it to the address on the coupon along with a personal check made out to Enable Alabama.

Change your account email: Visit [EnableAL.com](#) or call at Monday - Friday 9 a.m. to 5 p.m. CT or 1-866-855-7946

An investor should consider the Plan's investment objectives, risks, charges and expenses before investing. The Program's investment objectives, risks, charges and expenses are summarized in the prospectus which is available to investors at [enableal.com](#) or by calling 1-866-855-7946. Please read the prospectus carefully before investing.

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**CONTRIBUTION COUPON BY MAIL**

NAME OF CONTRIBUTOR

ADDRESS OF CONTRIBUTOR

CITY, STATE AND ZIP CODE

DATE OF CONTRIBUTION

NAME OF ACCOUNT OWNER

ADDRESS OF ACCOUNT OWNER

CITY, STATE AND ZIP CODE

DATE OF CONTRIBUTION

AMOUNT OF CONTRIBUTION

DATE OF CONTRIBUTION

Gifting Contribution Form

**Here's how it works:**

The account owner securely logs into their account, selects Ugift and requests a unique Ugift code specific to each child's account.

- 1 You will receive the unique code(s) from the account owner – by email, over the phone, in person, on social networks, printed invitations – any way!
- 2 Visit [Ugift529.com](#), enter the unique code and make your gift contribution either securely from your bank account or by mailing a check.
- 3 Download a gift contribution certificate to give to the child.

Within five business days after the funds are received, the money will be invested in the child's account.

**Ready to give?**

Ask the account owner for the unique code and [check out Ugift now.](#)


Enable AL Website's Gifting Page

[Add another code](#)

Enter Code on Ugift Website



# Facebook



**Enable Savings Plan Alabama**  
@EnableSavingsPlanAlabama


- Home
- Posts
- Photos
- Shop
- Videos
- Events
- About
- Likes

Promote

Like Following Share



See All

**Posts**



**Enable Savings Plan Alabama**  
Published by Emily Corsig · 7 hrs ·

#ICYMI Netflix introduced a new children's show that features a character named Hank, a pianist who happens to also use a wheelchair! #DisabilityInclusion #JuliesGreenroom Upworthy <http://u.pw/2nkeF8N>



He uses a wheelchair, and so does this TV character. That matters more than you think.

"Julie's Greenroom" is a magical new children's show with an inclusive message.

UPWORTHY.COM | BY PARKER MOLLOY





# Quarterly Newsletter

## Possibilities

**Enable**  
SAVINGS PLAN  
ALABAMA

Summer 2017



### UGift® Comes to Enable Savings Plan

We are excited to announce the launch of UGift® for Enable Alabama, allowing friends and family another easy way to contribute into an Enable Savings Plan Alabama account. All gift contributions are invested in the owner's account. Gift givers don't have to join, register or pay a service fee to participate. The account owner simply creates a unique code to share with family and friends, allowing easy and secure gifting into an account.

Here's how it works:

An account owner logs in to the account, selects the UGift option and requests a unique and account specific UGift code.

The account owner can share the UGift code with family and friends as an easy way to give funds into the account.

Gifters can visit [UGiftABLE.com](http://UGiftABLE.com), enter the unique UGift code and make secure gift contributions from their bank accounts or by mailing checks. Gifters can download gift contribution certificates to share with account owners.

UGift makes giving into an account quick, easy and secure. Create your specific UGift code today and share it with the special people in your life to help save for your future.



### Tips: Qualified Disability Expenses

Qualified Disability Expenses (QDEs) are expenses intended to maintain or improve the health, independence or quality of life of an Enable account owner. To be qualified, an expense must have occurred while the account owner is eligible and must relate to the individual's disability experience. QDEs include basic living expenses and aren't limited to necessities or expenses that solely benefit the account owner. Here are some examples:

Housing: Rent, mortgage, utilities and repairs

Education: Tuition, books and supplies

Employment support: Expenses related to getting and keeping a job

Transportation: Mass transit, vehicle modifications

Healthcare: Medical, dental, vision, mental health, medical equipment, rehabilitation, long-term services and personal support

No matter how you pay for your QDEs, it's important to keep records, like receipts and other documentation should it be required for tax purposes. Reach out to your Enable Savings team if you have questions.

### Insights

#### Enable Alabama Facebook Page

Like and follow our page. Make us your favorite place to be inspired, learn, share resources and comment about saving for your future.

#### Enable Education For You!

This spring we were happy to present Enable Alabama to groups in Huntsville, Birmingham, and Montgomery. Are there organizations near and dear to you that could benefit from a presentation by an ABLE expert? If so, we would love to hear from you! Please contact our education team at [EnableAlabama@nini.com](mailto:EnableAlabama@nini.com). We are here to help!

[EnableAL.com](http://EnableAL.com)

## ABLE 2.0 Update

Last spring, lawmakers in Congress introduced a package of bills to enhance the existing ABLE Act. Referred to as "ABLE 2.0," it aims to make ABLE accounts more effective in promoting financial independence and more widely accessible to the disability community.

The bills include

- **ABLE to Work Act:** To allow individuals with disabilities who are employed to save extra money. Under the proposal, those who are working could save an additional amount equal to the federal poverty level, currently \$11,770.
- **ABLE Financial Planning Act:** To allow families to roll over savings from a 529 college savings plan into an ABLE account, up to the annual maximum contribution limit.
- **ABLE Age Adjustment Act:** To raise the age of onset limit for ABLE accounts from 26 to 46, helping people whose disability develops later in life.

The Enable Savings team supports this legislation and its proposed enhancements of ABLE's existing benefits. By making saving easier and more accessible, both Enable AL account owners and ABLE account owners nationwide can achieve even greater financial independence.

### A Message from Alabama State Treasurer Young Boozer

Stephanie Miner opened the first Enable Alabama account. Miss Miner is a determined person with a compelling story. She has cerebral palsy and a service dog named Astro. He's served her well and is ready to retire. Service dogs are expensive, certainly more than the \$2,000 maximum she could save previously. The ABLE Act allows her to have resources up to \$100,000. She was determined to start saving right away. Did I mention she was determined? In May she graduated from Calhoun Community College!

1 UGift is a service of Ascensus College Record Keeping Services, LLC.

Enable Savings Plan Alabama ("Enable Alabama" or "Plan") is sponsored by the State of Nebraska, offered by the State of Alabama and administered by the Nebraska State Treasurer. The State of Alabama, through the ABLE Program Board, contracted with the Nebraska State Treasurer to participate in and create Enable Alabama as a part of The Nebraska Achieving a Better Life Experience Program Trust (the "Trust") that offers a series of investment portfolios. The Plan is intended to operate as a qualified ABLE program to be used only to save for qualified disability expenses, pursuant to the Achieving a Better Life Experience Act of 2014 and Section 529A of the U.S. Internal Revenue Code.

An investor should consider the Plan's investment objectives, risks, charges and expenses before investing. The Program Disclosure Statement at [EnableAL.com](http://EnableAL.com), which contains more information, should be read carefully before investing.

Investors should consider before investing whether their home state offers any state tax or other benefits that are only available for investments in such state's qualified ABLE program and should consult their tax advisor, attorney and/or other advisor regarding their specific legal, investment or tax situation.

This material is provided for general and educational purposes only, and is not intended to provide legal, tax or investment advice, or for use to avoid penalties that may be imposed under U.S. federal tax laws. This material is not an offer to sell or a solicitation of an offer to buy any securities. Any offer to sell within the Plan may only be made by the Program Disclosure Statement to the Plan.

Participation in the Plan does not guarantee that contributions and the investment return on contributions, if any, will be adequate to cover future expenses, or that an account owner is eligible to participate in the Plan.

Except for the Bank Savings and Checking Investment Options, investments in Enable Alabama are not guaranteed or insured by the FDIC or any other government agency and are not deposits or other obligations of any depository institution. Investments are not guaranteed or insured by the State of Alabama, the State of Nebraska, the Alabama State Treasurer, the Nebraska State Treasurer, the Nebraska Investment Council or First National Bank of Omaha or its authorized agents or their affiliates, and are subject to investment risk, including loss of the principal amount invested. FDIC insurance is provided for the Bank Savings and Checking Investment Options up to the maximum amount set by federal law, currently \$250,000.

Investments Are Not FDIC Insured | No Bank, State or Federal Guarantee | May Lose Value | \*Except the Bank Savings and Checking Investment Options

The Nebraska Achieving a Better Life Experience Program Trust Issued Alabama Participating State

Nebraska State Treasurer Trustee

Nebraska Investment Council Investment Oversight

First National Capital Markets, Inc. Distributor, Member FINRA, SIPC

First National Capital Markets and First National Bank of Omaha are affiliates.

To learn more, visit [EnableAL.com](http://EnableAL.com)  
or call 866.833.7949

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ALABAMA STATE TREASURER

**1** First National Bank  
Omaha  
PROGRAM MANAGER





# Outreach

## Philosophy

Throughout Year One, outreach is focused on building relationships with non-profits, government agencies and others that work with individuals with disabilities and their families.

- Creating partnerships with these organizations builds credibility in the disability community
  - Dr. Gary Edwards of United Ability has become avid supporter and distributor of information
  - Cheryl Smith of United Cerebral Palsy Huntsville has provided us so many opportunities to network and provide outreach in her community and state wide
  - We have participated in three state-wide disability conferences
- Work with attorneys and financial advisors that support the disability community so they continue to spread the message of Enable
  - Katherine Barr from Sirote Birmingham is a state wide advocate of Enable
  - Bill Fuller, Executive Director of The Disabilities Leadership Coalition of Alabama, has been a great resource to Enable AL



## Outreach, continued

Outreach efforts below include both those by State Treasurer Boozer's office and First National Bank.

### January 2017

- Presentation to Alabama Agency Directors in Montgomery
- Outreach to well-respected disability attorneys in Birmingham
- Presentation to Alabama Medicaid management team in Montgomery
- Met with state agencies to discuss ABLE

### February 2017

- Enable Alabama launch/press event in Montgomery including interview with WZDX-TV
- Presenter and exhibitor at Alabama disABILITY Conference in Montgomery
- Delivered Enable Alabama informational kits to nonprofits throughout Montgomery

### March 2017

- Presentation with Treasurer Boozer to the Alabama State Rehabilitation Council in Montgomery
- Met with Full Life Ahead in Birmingham to discuss client education
- Met with United Ability in Birmingham to discuss client education
- Gave presentation at Jacksonville State University for Autism Studies Parent Conference



## Outreach, continued

### March 2017, continued

- Interview with WSFA NBC and with Dan Morris
- Interview with “Happy Hour with Greg Budell”
- Interview with “News & Views”
- Interview with WNCN’s “Your Community this Week”
- Speech at Hoover Special Education Community Alliance

### April 2017

- Presentations to Huntsville Community
  - Coordinated presentations with local non-profits including United Cerebral Palsy Huntsville/Tennessee Valley, Phoenix, The Arc of Madison County and Madison County 310 Board
  - Presentation to Huntsville area financial advisors
- Conference call with AARP Alabama to discuss Enable Alabama for web article published June 1<sup>st</sup>
- Hosted webinar series to all prospective Enable customers nationwide
- Set up exhibit at Partners in Care Summit

### May 2017

- Partnered with United Ability in Birmingham to coordinate presentations
  - Hosted 2 family presentations, 1 Service Providers presentation and 1 presentation for local special needs attorneys
  - Presentation with the State Treasurer to the Wealth Department of Regions Bank



## Outreach, continued

### May 2017, continued

- Represented Enable AL in Southeast ADA conference call for project called FROG (Financial Research Opportunity Group)
- Set up Exhibit at Disability Expo

### June 2017

- Phone presentation and meeting with Alabama Department of Human Resources
- Participated in an ABL 2.0 Round Table in Washington D.C. sponsored by National Down Syndrome Society
- Hosted exhibit at Alabama Association for Persons in Supported Employment Conference, Mobile
- Conducted Enable Alabama presentation to Autism Alabama and Goodwill Easterseals of Mobile
- Presented to families, The Full Life Ahead Foundation
- Presented to agencies, Health Compensation Solutions
- Presented to staff and families, Lee County Autism
- Presented to staff and families, Children's Rehabilitation Services

### July 2017

- Hosted exhibit at Alabama State Bar Association conference in Fairhope  
Focused on educating attending lawyers & judges on the need for conservatorships in order to manage Enable accounts





## Upcoming Events

### Upcoming in 2017

- Participate in the August #ABLEtoSave awareness campaign lead by ABLE National Resource Center
  - August Facebook content is being built around this campaign
  - Planning a weekly webinar series in August that will be promoted on Enable AL Facebook
- Conduct presentation during the Alabama Association of Rehab Professionals on August 21st
- Host Enable presentations in Birmingham, AL on September 11 – 13<sup>th</sup>
  - Down Syndrome Alliance – 2 presentations for families
  - Presentation to families of The ARC of Shelby County
  - Down Syndrome Tuscaloosa presentation to families
- Presenter and exhibitor at the National Lifespan Respite Conference in Huntsville, AL on October 11-13th
- Presenter and exhibitor at the Early Intervention conference in Huntsville, AL on October 23rd & 24th



## Work in Progress

- Working with legal to update rules about movement of money from other investment options into Checking Option to not count towards twice per year investment change limit
- Working with legal counsel to interpret Alabama law regarding guardian's financial authority and co-conservator/co-guardianship restrictions as it relates to Enable Alabama account owners.
- Based on a review of the web usage, the nature of calls to the call center and discussions with the Alabama Treasurer's office, we will be making changes to the website to further engage visitors.
  1. Provide more information at the top of the website, improve navigation, and reduce scrolling needed to read important information.
  2. Provide easy-to-find answers to the three most commonly asked questions (Am I Eligible? How do I Enroll? Why use Enable?)
  3. Incorporate a graphical depiction of the answer to "Am I Eligible?" and "How to Enroll?"



# Connect with Enable Alabama

## [EnableAL.com](http://EnableAL.com)

- Visit the website and resource page
- Read the blog
- Keep up with news and events
- Join the email list

## [Facebook.com/EnableSavingsPlanAlabama](https://Facebook.com/EnableSavingsPlanAlabama)

- Be inspired and share ideas
- Learn from experts

## [Customer Service Center](#)

- 1.866.833.7949
- [al.clientservices@enablesavings.com](mailto:al.clientservices@enablesavings.com)

# Disclosures

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Thank You for the Opportunity to Work with the State of Alabama